


VA 2221
WARNING!

This phonograph must be tested and tuned by an expert before any attempt is made to play on it the wax records of Indian and Spanish Songs which I have made. The Reproducers and Recorders must be tested. Also, the combination between the two-minute and the four-minute records.

The least carelessness with one of these wax cylinders would ruin it irreparably; and most of these songs could never again be recorded.

The Southern California Music Company has always done my testing on this Edison Home Phonograph.

W
Chas. F. Summis-



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SOLE SALES AGENTS FOR THE

AMERICAN GRAPHOPHONE COMPANY

World's Headquarters for Talking Machines and Supplies.

FACTORY: AMERICAN GRAPHOPHONE COMPANY,
BRIDGEPORT, CONN.EDWARD D. EASTON, PRESIDENT
JOHN H. DORIAN, MANAGERTELEPHONE CONNECTION
CABLE ADDRESS, "COLPHO, SAN FRANCISCO."**125 Geary Street,
SAN FRANCISCO, CAL.,**

Oct. 21, 1902

MR. CHAS. F. LUMMIS,
Los Angeles, Cal.

Dear Sir:

We have your favor of the 18th inst. with the enclosed P.O.M.O. for \$1.80, and are sending five of the "P" records desired by express. We were out of the other selection ordered, but have substituted for it one of our new X-P records without extra charge. We suggest that you add a little weight to your reproducer when playing this record in order to get the best results, and if you have a Graphophone we will be glad to furnish you with such a weight without extra charge if you will advise us what type it is.

Thanking you for your order, and awaiting your further favors, we remain

Very truly yours,

COLUMBIA PHONOGRAPH CO. GEN'L

Type A T

DICTATED TO AND TRANSCRIBED FROM
 THE NEW GRAPHOPHONE
 JJG/M